

Exhibit 3

1 UNITED STATES DISTRICT COURT
2 EASTERN DISTRICT OF MICHIGAN
3 SOUTHERN DIVISION

4 -----
5 Civil Action No.
6 In re: FLINT WATER CASES 5:16-cv-10444-JEL-MKM
7 (consolidated)
8 Hon. Judith E. Levy
9 ----- Mag. Mona K. Majzoub

10 STATE OF MICHIGAN
11 IN THE CIRCUIT COURT FOR THE COUNTY OF GENESEE
12 -----
13 IN RE FLINT WATER Case No. 17-1086460-NO
14 LITIGATION Hon. Richard B. Yuille

15 -----
16 JENNIFER MASON, et al. Case No. 16-106150-NM
17 Hon. Richard B. Yuille

18 Plaintiffs,

19 V.

20 LOCKWOOD, ANDREWS & NEWNAM,
21 PC, et al.,
22 Defendants.

HIGHLY CONFIDENTIAL

23 -----X
24 VIDEOTAPED DEPOSITION OF JONATHAN CARPENTER
Monday, December 16, 2019, 9:09 a.m.
Washington, DC 20005
Reported by: Denise Dobner Vickery, RMR, CRR
GOLKOW LITIGATION SERVICES
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Monday, December 16, 2019

9:09 a.m.

Videotaped Deposition of JONATHAN
CARPENTER, held at the offices of:

COHEN MILSTEIN SELLERS & TOLL PLLC
1100 New York Avenue NW
Suite 500, West Tower
Washington, DC 20005

Pursuant to notice, before Denise Dobner
Vickery, Certified Realtime Reporter, Registered
Merit Reporter, and Notary Public in and for the
District of Columbia.

1 APPEARANCES:

2

3 On Behalf of Executive Committee for Class
4 Plaintiffs:

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14 On Behalf of Mason State Court Plaintiffs
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1 APPEARANCES: (Continued)

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3 On Behalf of Defendants Veolia Water North
4 America Operating Services, LLC, Veolia North
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5 Witness:

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10 On Behalf of Defendant City of Flint
(via videoconference):

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15 On Behalf of Defendants Leo A. Daly Company and
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8 On Behalf of Defendant McLaren Regional Medical
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14 ALSO PRESENT:

15 CHRISTOPHER FLETCHER, ESQ. (via videoconference)

FRANCIS FERRARA, ESQ. (via videoconference)

16 JOSEPH FURTON, ESQ. (via videoconference)

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18 VIDEOGRAPHER: Daniel Holmstock

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1 A. Correct.

2 Q. The last line here says:

3 "We should submit proposal to enter
4 utility to upsale."

5 Do you see that, sir?

6 A. Yes.

7 Q. What did you mean by that sentence?

8 A. Again, as I've explained previously,
9 whenever we go after a job, you also always talk
10 to the customer to see if there's any opportunity
11 for any other needs that they may have and see if
12 there's anything that you can provide
13 additionally.

14 Q. To grow the contract; correct?

15 A. To grow business. To grow business.

16 Q. To grow business?

17 A. To grow business.

18 Q. To make money for VNA?

19 A. Yes, that's what my job is to be a
20 salesperson and find opportunities.

21 Q. And why would you need to enter the
22 utility to upsale?

23 A. Well, I -- you don't know what you
24 have or what the problems are until you talk to

1 the customer and find out what their needs are, as
2 I've said, and the only way you do that is to talk
3 to the customer, learn about the utility, learn
4 what their needs are. And if they say these are
5 things that they need help with and if you can
6 provide those things, then that's what you do.
7 You give them a proposal to provide assistance
8 with their needs, and that's how you grow the
9 business.

10 Q. So would it be fair to say that
11 access to the utility would provide information
12 making it easier to upsale the contract?

13 MR. McELVAINE: Objection.

14 You can answer.

15 THE WITNESS: Yes.

16 BY MS. LEVENS:

17 Q. Is that why VNA would have agreed to
18 accept a study like the one it did for the City of
19 Flint?

20 MR. McELVAINE: Objection.

21 You can answer.

22 THE WITNESS: There's always an
23 opportunity for upsell. That's what we look
24 for as salespeople. In terms of what VNA as a